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Mgmt Decision

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MMDS

Hogan

SAS Institute

U.S. NON-CAPTIVE SOFTWARE PRODUCTS

LARGEST SOFTWARE PRODUCTS BY NON-CAPTIVE REVENUE

---RANK---		COMPANY	---REVENUE---		---GROWTH---		RANK	COLD
1982	1981		1982	1981	PERCENT	PERCENT		
1	1	INTERNATIONAL BUSINESS MACHINES CORPORAT	1,020,000	815,000	25.2		97	2334
2	2	DIGITAL EQUIPMENT CORPORATION (OEC)	134,000	100,000	34.0		78	798
3	3	SPERRY RAND CORPORATION	75,000	67,000	11.9		126	1971
4	4	MANAGEMENT SCIENCE AMERICA, INC.	73,446	57,100	28.6		93	2336
5	10	TANDY CORPORATION	67,000	36,000	86.1		31	4523
6	5	BURROUGHS CORPORATION	62,000	56,200	9.7		133	303
7	6	CONTROL DATA CORPORATION (CDC)	55,000	50,000	10.0		130	622
8	7	HONEYWELL, INC.	55,000	50,000	10.0		131	1051
9	12	APPLE COMPUTER	50,500	33,750	49.6		59	4626
10	8	INFORMATICS GENERAL CORP.	50,227	38,229	31.4		86	2329
11	13	CULLINET SOFTWARE (FORMERLY CULLINANE)	49,415	32,164	53.6		49	635
12	9	UNIVERSITY COMPUTING (WILY)	48,700	36,500	33.4		80	2378
13	11	HEWLETT PACKARD CORPORATION	42,500	34,000	25.0		98	2685
14	14	APPLIED DATA RESEARCH	40,370	30,000	34.6		77	155
15	18	ANACOMP, INC.	32,500	23,637	37.5		70	430
16	19	CINCOM SYSTEMS, INC.	31,801	23,611	34.7		76	376
17	25	VISICORP (FORMERLY PERSONAL SOFTWARE)	30,000	18,000	66.7		40	3630
18	64	SECURITIES INDUSTRY AUTOMATION	29,925	5,670	427.8		4	1702
19	15	ARTHUR ANDERSEN AND COMPANY	29,764	27,638	7.7		136	3123
20	58	GENERAL ELECTRIC COMPANY	29,500	6,700	340.3		7	987
21	21	MCCORMACK AND DOOGUE	28,900	21,000	37.6		67	1322
22	20	PANSOPHIC SYSTEMS, INC.	28,605	22,604	26.5		96	2342
23	23	COMPUTER ASSOCIATES, INC.	27,571	20,311	35.7		75	464
24	59	MICRO PRO INTERNATIONAL CORPORATION	27,384	6,275	336.4		8	5053
25	16	DATA GENERAL CORPORATION	27,100	26,000	4.2		142	686
26	22	KIRCHMAN CORPORATION	26,136	20,328	28.6		94	946
27	17	NCR CORPORATION	25,000	24,000	4.2		143	2107
28	29		24,050	14,652	64.1		43	1344
29	49	DIGITAL RESEARCH INC.	22,032	8,481	159.8		15	3741
30	24	TEXAS INSTRUMENTS	22,000	20,000	10.0		132	3714
31	27	SOFTWARE AG OF NORTH AMERICA, INC.	21,206	16,179	31.1		87	2363
32	26	TANDEM COMPUTERS INC.	20,500	16,900	21.3		107	5240
33	28	CANDLE CORPORATION	20,000	15,000	33.3		81	3152
34	31	POLICY MANAGEMENT SYSTEMS	18,292	13,344	37.1		71	1550
35	30	MANAGEMENT DECISION	17,579	13,586	29.4		92	1278
36	40	INFORMATION BUILDERS, INC.	17,300	10,150	70.4		37	1104
37	38	EXECUCOM SYSTEMS CORPORATION	16,872	10,749	57.0		48	898
38	33	SYNCSORT, INC.	15,750	12,150	29.6		91	2208
39	53	AMERICAN SOFTWARE INC.	15,731	7,289	115.8		21	120
40	37	MCDONNELL DOUGLAS AUTOMATION COMPANY (MC	15,000	11,000	36.4		73	2143



U.S. NON-CAPTIVE SOFTWARE PRODUCTS

---RANK---		COMPANY	-----REVENUE-----		-----GROWTH-----		COLD
1982	1981		1982	1981	PERCENT	RANK	
41	67	MARTIN MARIETTA DATA SYSTEMS	15,000	5,277	184.3	12	2396
42	68	HOGAN SYSTEMS, INC.	14,844	5,269	181.7	13	2725
43	34		14,370	11,914	20.6	109	1352
44	45	SAS INSTITUTE, INC.	14,240	9,500	49.9	58	1661
45	46	INTEGRATED SOFTWARE SYSTEMS	14,190	9,019	57.3	47	1150
46	44	INTEL CORPORATION	13,800	9,600	43.8	61	2687
47	41	MATHEMATICA INC.	13,791	10,098	36.6	72	1313
48	60	UNITED TELECOM COMPUTER GROUP	13,556	6,112	121.8	20	2663
49	35	COMSERV CORP	13,486	11,628	16.0	118	2386
50	36	INFORMATION SCIENCE, INC.	13,243	11,482	15.3	119	1119
51	42	SOFTWARE DESIGN ASSOCIATES INC.	12,098	10,027	20.7	108	2351
52	54	CENTURY ANALYSIS INC.	11,997	7,198	66.7	38	3153
53	43	PRIME COMPUTER INC.	11,500	9,750	17.9	115	2890
54	39	LIFEBOAT ASSOCIATES, INC.	11,500	10,500	9.5	134	4000
55	50	ADVANCED SYSTEMS APPLICATIONS	11,000	8,000	37.5	68	4857
56	48	DUN & BRADSTREET	11,000	9,000	22.2	105	2319
57	47	NCA CORP.	10,204	9,018	13.2	124	2111
58	66	MANN, CHARLES & ASSOCIATES	10,000	5,500	81.8	33	3225
59	55	COMPUWARE	9,537	6,884	38.5	66	3360
60	65	ON-LINE SOFTWARE INTERNATIONAL	9,200	5,560	65.5	42	1479
61	32	SCHLUMBERGER, LTD.	7,994	12,653	(36.8)	172	4587
62	51	TERA CORP.	7,875	7,675	2.6	144	5193
63	61	GESCO CORPORATION	7,600	6,000	30.0	89	961
64	56	XEROX COMPUTER SERVICES	7,500	6,850	9.5	135	2384
65	52		7,500	7,500	.0	146	144
66	83	CGA COMPUTER ASSOCIATES	7,160	3,691	94.0	29	325
67	62	ELECTRONIC DATA SYSTEMS CORPORATION (EDS)	7,000	6,000	16.7	116	872
68	71	AGS COMPUTERS, INC.	6,960	4,825	44.2	60	18
69	77		6,945	4,167	66.7	41	5085
70	63	CONTINUUM	6,602	5,866	12.5	125	1813
71	69		6,300	5,100	23.5	103	2391
72	179		6,300	0	.0	---	3202
73	57	AMERICAN MANAGEMENT SYSTEMS, INC.	6,129	6,816	(10.1)	166	117
74	72		6,055	4,602	31.6	85	5358
75	88	SOFTECH INC.	6,000	3,300	81.8	34	1742
76	70	SUN INFORMATION SERVICES COMPANY	6,000	5,000	20.0	110	2503
77	76	COMPUTER CORP. OF AMERICA	5,640	4,225	33.5	79	482
78	180		5,500	0	.0	---	5192
79	81		5,280	3,840	37.5	69	5417
80	87	STRATEGIC INFORMATION	5,164	3,443	50.0	52	2499



U.S. NON-CAPTIVE SOFTWARE PRODUCTS

---RANK---		COMPANY	-----REVENUE-----		-----GROWTH-----		RANK	C01D
1982	1981		1982	1981	PERCENT			
81	110		5,050	1,515	233.3	10	5437	
82	122		5,010	1,002	400.0	6	5019	
83	74	TYMSHARE, INC.	5,000	4,500	11.1	127	2153	
84	90	SYSTEMS AND COMPUTER TECHNOLOGY	5,000	3,050	63.9	44	2188	
85	79	CHASE MANHATTAN BANK	4,900	3,950	24.1	102	2547	
86	75	THI SYSTEMS CORP.	4,700	4,250	10.6	129	5575	
87	85	REDSHAW INC.	4,610	3,600	28.1	95	1635	
88	84	INTERCOMP	4,500	3,650	23.3	104	4921	
89	86	GERBER SCIENTIFIC, INC.	4,302	3,543	21.4	106	3988	
90	133	CONTINENTAL TELECOM INC.	4,275	819	422.0	5	3520	
91	95	C.A.C.I., INC.	4,200	2,340	79.5	35	2136	
92	100	SYSTEMS ARCHITECTS INC.	4,048	2,116	91.3	30	2191	
93	91	BUDGET TIMESHARE INC.	3,976	2,840	40.0	64	4953	
94	80		3,900	3,900	.0	147	5413	
95	96	AMERICAN EXPRESS COMPANY	3,250	2,300	41.3	62	2520	
96	115		3,200	1,350	137.0	18	3774	
97	89		3,200	3,200	.0	148	1228	
98	181		3,060	0	.0	---	3357	
99	92	BOLT BERANEK AND NEWMAN, INC.	3,000	2,500	20.0	111	4236	
100	102	PRICE WATERHOUSE	3,000	2,000	50.0	53	3260	
101	78		3,000	4,000	(25.0)	171	2318	
102	82	THOMAS NATIONAL GROUP	2,875	3,700	(22.3)	169	2096	
103	182		2,800	0	.0	---	370	
104	107	ASK COMPUTER SYSTEMS	2,727	1,800	51.5	51	182	
105	135		2,600	800	225.0	11	3610	
106	106	CYBERTEK	2,500	1,900	31.6	84	642	
107	99	SCIENCE MANAGEMENT CORPORATION	2,500	2,175	14.9	120	734	
108	93		2,500	2,500	.0	149	2759	
109	103	DATAComp CORP.	2,400	2,000	20.0	112	9005	
110	97		2,375	2,250	5.6	140	4585	
111	119	SYSTEMATICS	2,309	1,254	84.1	32	2370	
112	105		2,274	1,949	16.7	117	5364	
113	101		2,250	2,025	11.1	128	1829	
114	98	MONCHIK-WEBER	2,225	2,202	1.0	145	1363	
115	73	DYATRON CORP.	2,155	4,600	(53.2)	174	569	
116	104	SCIENTIFIC SOFTWARE CORPORATION	2,124	2,000	6.2	137	1695	
117	123	BRADFORD NATIONAL CORPORATION	2,000	1,000	100.0	23	2505	
118	109	CGG DATA PROCESSING SERVICE INC.	2,000	1,600	25.0	99	4708	
119	111		2,000	1,500	33.3	82	785	
120	183		2,000	0	.0	---	4089	



U.S. NON-CAPTIVE SOFTWARE PRODUCTS

---RANK---		-----REVENUE-----		-----GROWTH-----		RANK	COID
1982	1981	1982	1981	PERCENT			
121	184	2,000	0	.0	---	2977	
122	116	1,800	1,350	33.3	83	2659	
123	108	1,719	1,760	(2.3)	164	429	
124	120	1,700	1,120	51.8	50	2357	
125	118	1,637	1,256	30.3	88	169	
126	114	1,600	1,400	14.3	122	162	
127	185	1,500	0	.0	---	2156	
128	112	1,500	1,500	.0	150	1373	
129	186	1,500	0	.0	---	4974	
130	113	1,500	1,500	.0	151	5209	
131	128	1,485	990	50.0	54	3082	
132	187	1,400	0	.0	---	8000	
133	144	1,381	577	139.3	17	687	
134	121	1,379	1,062	29.9	90	223	
135	188	1,325	0	.0	---	3867	
136	189	1,200	0	.0	---	1114	
137	132	1,200	850	41.2	63	4237	
138	139	1,167	700	66.7	39	4062	
139	140	1,145	658	73.9	36	4692	
140	146	1,134	567	100.0	24	405	
141	130	1,040	910	14.3	121	4135	
142	190	1,025	0	.0	---	2343	
143	124	1,000	1,000	.0	152	2344	
144	94	1,000	2,500	(60.0)	175	1749	
145	136	1,000	800	25.0	100	2341	
146	191	1,000	0	.0	---	3326	
147	125	1,000	1,000	.0	153	14	
148	129	900	975	(7.7)	165	68	
149	138	900	750	20.0	113	2186	
150	131	900	900	.0	154	658	
151	176	821	51	1,512.1	3	4832	
152	134	810	810	.0	155	5028	
153	154	800	350	128.6	19	5154	
154	151	778	486	60.1	46	131	
155	137	760	770	(1.4)	163	5018	
156	149	750	500	50.0	55	560	
157	147	750	550	36.4	74	2193	
158	192	750	0	.0	---	5239	
159	161	700	250	180.0	14	5136	
160	117	677	1,261	(44.7)	173	3019	



U.S. NON-CAPTIVE SOFTWARE PRODUCTS

---RANK---		COMPANY	-----REVENUE-----		-----GROWTH-----		RANK	COST
1982	1981		1982	1981	PERCENT			
161	142		683	643	6.2	138	5088	
162	143		675	638	5.8	139	36	
163	141		650	650	.0	156	2802	
164	193		600	0	.0	---	5084	
165	177		600	25	2,300.0	2	5107	
166	159		540	270	100.0	25	3920	
167	194	PEAT, MARMICK AND MITCHELL	525	0	.0	---	3688	
168	148		520	525	(1.0)	162	4112	
169	155	ANALYTICS	500	312	60.3	45	132	
170	150	DATA COMMUNICATIONS CORPORATION	500	500	.0	157	675	
171	195	FIRST COMPUTER CORPORATION	500	0	.0	---	5528	
172	166		500	200	150.0	16	2963	
173	145		489	570	(14.2)	167	1578	
174	152		480	400	20.0	114	444	
175	156		450	300	50.0	56	4306	
176	165		412	206	100.0	28	77	
177	196	COMPUTER DATA SYSTEMS	400	0	.0	---	488	
178	153		400	400	.0	158	5089	
179	197	COMPUTER NETWORK CORPORATION (COMNET)	372	0	.0	---	522	
180	198	NLT COMPUTER SERVICES CORPORATION	363	0	.0	---	2106	
181	164		338	225	50.0	57	3581	
182	199		334	0	.0	---	4019	
183	163		315	227	38.9	65	4555	
184	173		300	75	300.0	9	4086	
185	157		300	300	.0	159	3931	
186	162	ERNST AND WHINNEY	240	240	.0	160	4632	
187	178		205	5	4,455.6	1	3752	
188	170		200	100	100.0	26	3004	
189	171		200	100	100.0	27	3512	
190	167		200	190	5.3	141	5072	
191	160		200	260	(23.1)	170	5119	
192	200		180	0	.0	---	2993	
193	174		150	70	114.3	22	5189	
194	169		146	117	25.0	101	83	
195	168		134	134	.0	161	66	
196	201	AUXTON COMPUTER ENTERPRISES	125	0	.0	---	219	
197	172		75	90	(16.7)	168	4305	
198	202		63	0	.0	---	4619	
199	175		60	53	14.3	123	5554	
200	203	AUTOMATIC DATA PROCESSING, INC. (ADP)	0	0	.0	---	2147	



U.S. NON-CAPTIVE SOFTWARE PRODUCTS

---RANK---		---REVENUE---		---GROWTH---		RANK	COID
1982	1981	1982	1981	PERCENT			
201	204	CYCARE SYSTEMS	0	0	.0	---	480
202	205	3PM INC.	0	0	.0	---	2837
203	206	ACADEMIC FINANCIAL SERVICES ASSOCIATION	0	0	.0	---	4059
204	207	ACCOUNTING CORPORATION OF AMERICA	0	0	.0	---	46
205	208	ADVANCED SYSTEMS, INC.	0	0	.0	---	78
206	209	ADVO SYSTEMS, INC. (ADVO)	0	0	.0	---	16
207	210	AFFILIATED COMPUTER SYSTEMS	0	0	.0	---	3359
208	211	ALLIED INFORMATION SYSTEMS	0	0	.0	---	299
209	212	AMHERST ASSOCIATES, INC.	0	0	.0	---	124
210	213	ANALYSIS AND PROGRAMMING CORP.	0	0	.0	---	128
211	214	ARTHUR YOUNG AND CO	0	0	.0	---	4515
212	215		0	0	.0	---	8002
213	216	ASSOCIATED PRESS	0	0	.0	---	4648
214	217	AUTO-TROL TECHNOLOGY	0	0	.0	---	3132
215	218	BARRISTER INFORMATION SYSTEMS CORP.	0	0	.0	---	5327
216	219	BDM INTERNATIONAL	0	0	.0	---	4627
217	220	BOOZ ALLEN & HAMILTON, INC.	0	0	.0	---	281
218	221	CABLE DATA	0	0	.0	---	3957
219	222	C3	0	0	.0	---	320
220	223	CALCULON CORPORATION	0	0	.0	---	3006
221	224	CCH COMPUTAX, INC.	0	0	.0	---	455
222	225	CITICORP	0	0	.0	---	2550
223	226	CL SYSTEMS, INC.	0	0	.0	---	4298
224	227	COMDATA NETWORK	0	0	.0	---	4307
225	228	COMMAND CONTROL AND COMMUNICATIONS CORP.	0	0	.0	---	406
226	229	COMTEK RESEARCH	0	0	.0	---	436
227	230	COMPUSEV, INC.	0	0	.0	---	450
228	231	COMPUTER ASSISTANCE INC	0	0	.0	---	3010
229	232	COMPUTER CONSOLES	0	0	.0	---	477
230	233	COMPUTER COMPANY, THE	0	0	.0	---	2374
231	234	COMPUTER HORIZONS	0	0	.0	---	504
232	235	COMPUTER INPUT SERVICES, INC.	0	0	.0	---	4686
233	236	COMPUTER SCIENCES CORPORATION (CSC)	0	0	.0	---	537
234	237	COMPUTER SHARING SERVICES, INC.	0	0	.0	---	549
235	238	COMPUTERVISION	0	0	.0	---	577
236	239	COOPERS AND LYBRAND	0	0	.0	---	4629
237	240	DATAMEDIX (FORMERLY BECTON DICKINSON MEDI	0	0	.0	---	227
238	241	DATATEL, INC.	0	0	.0	---	758
239	242	DELOITTE, HASKINS AND SELLS	0	0	.0	---	4322
240	243	DIAL COMPUTER SYSTEMS CORPORATION	0	0	.0	---	791



U.S. NON-CAPTIVE SOFTWARE PRODUCTS

---RANK---		COMPANY	-----REVENUE-----		-----GROWTH-----		COID
1982	1981		1982	1981	PERCENT	RANK	
241	244	DIALOG INFORMATION SERVICES	0	0	.0	---	4323
242	245	DIGICON, INC.	0	0	.0	---	795
243	246	DDH JONES INFORMATION SERVICES, INC.	0	0	.0	---	3743
244	247	DST, INC.	0	0	.0	---	2514
245	248	DYNAMICS RESEARCH CORPORATION	0	0	.0	---	4549
246	249	EQUIFAX, INC.	0	0	.0	---	2472
247	250	BANK OF AMERICA CORP	0	0	.0	---	2532
248	251	FEDERAL ELECTRIC CORPORATION	0	0	.0	---	4778
249	252		0	0	.0	---	5588
250	253	GEOSOURCE, INC.	0	0	.0	---	3985
251	254	GRUMMAN DATA SYS.	0	0	.0	---	1018
252	255	GTE TELENET INFORMATION SYSTEMS	0	0	.0	---	4559
253	256	HADRON INC.	0	0	.0	---	3460
254	257	HBO AND COMPANY	0	0	.0	---	2723
255	258	INCO, INC.	0	0	.0	---	4091
256	259	INDEX SYSTEMS, INC.	0	0	.0	---	1087
257	260	INFORMATION RESOURCES INC.	0	0	.0	---	1118
258	261	INPUT OUTPUT COMPUTER SERVICES	0	0	.0	---	3461
259	262	INSTACOM INC.	0	0	.0	---	5455
260	263	INTERGRAPH CORP.	0	0	.0	---	3056
261	264	INTERMETRICS, INC.	0	0	.0	---	3217
262	265	INTERNATIONAL COMPUTAPRINT CORPORATION	0	0	.0	---	3756
263	266	INTERNATIONAL GRAPHICS	0	0	.0	---	4927
264	267	KEANE ASSOCIATES, INC.	0	0	.0	---	2004
265	268	ARTHUR D. LITTLE, INC.	0	0	.0	---	2512
266	269	LOGICON INC	0	0	.0	---	1238
267	270	M/A COM SIGMA DATA, INC.(WAS SIGMA DATA	0	0	.0	---	2358
268	271	MEAD CORPORATION	0	0	.0	---	1328
269	272	MEDICAL DATA SERVICES	0	0	.0	---	1335
270	273	MELLON BANK DATA CENTER	0	0	.0	---	2941
271	274	METIER MANAGEMENT SYSTEMS, INC.	0	0	.0	---	2753
272	275	METROMAIL	0	0	.0	---	5041
273	276	MID-CONTINENT COMPUTER	0	0	.0	---	2338
274	277	MITRE CORPORATION	0	0	.0	---	2507
275	278	NATIONAL COMPUTER SYSTEMS	0	0	.0	---	1428
276	279	NATIONAL DATA COMMUNICATIONS	0	0	.0	---	1430
277	280	NATIONAL DATA CORPORATION (INC. RAPIDATA	0	0	.0	---	2339
278	281	NATIONAL SHAREDATA CORPORATION	0	0	.0	---	1436
279	282	NESHAMINEY VALLEY INFORMATION PROCESSING	0	0	.0	---	1446
280	283	NIELSEN (A.C.) COMPANY	0	0	.0	---	3765



U.S. NON-CAPTIVE SOFTWARE PRODUCTS

---RANK---		-----REVENUE-----		-----GROWTH-----		RANK	COID
1982	1981	1982	1981	PERCENT			
281	284	NORTHWESTERN NATIONAL BANK OF MINN	0	0	.0	---	9006
282	285	OAO	0	0	.0	---	3387
283	286	NOTHEAST COMPUTER SYSTEMS INC.	0	0	.0	---	5066
284	287	PAY TECHNOLOGY CORPORATION	0	0	.0	---	5452
285	288	PAYCHEX INC.	0	0	.0	---	4356
286	289	OHIO COOPERATIVE LIBRARY CORPORATION (OC	0	0	.0	---	4221
287	290	PHARMACEUTICAL CARD SYSTEMS	0	0	.0	---	1536
288	291	PHARMACOM	0	0	.0	---	3256
289	292	QUOTRON SYSTEMS, INC.	0	0	.0	---	1610
290	293	RACAL-REDAC, INC.	0	0	.0	---	4026
291	294	BRADFORD NATIONAL CORPORATION	0	0	.0	---	2505
292	295	SEISMOGRAPH SERVICES CORPORATION	0	0	.0	---	4637
293	296	REAL ESTATE DATA	0	0	.0	---	5527
294	297	REALTRON	0	0	.0	---	1631
295	298	REHAB GROUP INC.	0	0	.0	---	5131
296	299	REUTERS NORTH AMERICA	0	0	.0	---	4623
297	300	REYNOLDS AND REYNOLDS COMPANY, THE	0	0	.0	---	2349
298	301	SAFECON, INC.	0	0	.0	---	1676
299	302	SAFEGUARD BUSINESS SYSTEMS, INC.	0	0	.0	---	1677
300	303	SCIENTIFIC COMPUTERS INC	0	0	.0	---	2356
301	304	SCIENCE APPLICATIONS, INC.	0	0	.0	---	1688
302	305	SCIENCE DYNAMICS CORPORATION	0	0	.0	---	1687
303	306	SEISCOM DELTA	0	0	.0	---	1706
304	307	SCIENTIFIC CALCULATIONS, INC.	0	0	.0	---	7000
305	308	COMPUCARE (FORMERLY SPACE AGE COMPUTERS)	0	0	.0	---	3646
306	309	STATISTICAL TABULATING CORPORATION	0	0	.0	---	1790
307	310	SYSTEMS AND APPLIED SCIENCES	0	0	.0	---	3397
308	311	SYSTEMS CONTROL GROUP	0	0	.0	---	2194
309	312	SYSTEM INTEGRATORS INC.	0	0	.0	---	5225
310	313	SYSTEMS RESEARCH LABORATORIES	0	0	.0	---	4449
311	314	TECHNOLOGY DEVELOPMENT OF CALIFORNIA	0	0	.0	---	3793
312	315	TELECREDIT, INC.	0	0	.0	---	1841
313	316	TELOS COMPUTING	0	0	.0	---	1848
314	317	TIMESHARING RESOURCES INC	0	0	.0	---	1870
315	318	TLS COMPANY	0	0	.0	---	2140
316	319	TOUCHE ROSS	0	0	.0	---	4525
317	320	TRIAD SYSTEMS	0	0	.0	---	3353
318	321	TRW INFORMATION SERVICES	0	0	.0	---	3791
319	322	VOLT DELTA RESOURCES INC.	0	0	.0	---	3719
320	323	WACHOVIA SERVICES	0	0	.0	---	1951



U.S. NON-CAPTIVE SOFTWARE PRODUCTS

---RANK---		---REVENUE---		---GROWTH---		COID
1962	1961	1962	1961	PERCENT	RANK	
321	324	USERS, INC.	0	0	.0	1928
322	325	TELERATE SYSTEMS, INC.	0	0	.0	3571
323	326		0	0	.0	4226
324	327	SAI SYSTEMS ASSOCIATES	0	0	.0	5023
325	328	AUTOMATED CONCEPTS	0	0	.0	201
326	329	COMPUTER CURRICULUM CORPORATION	0	0	.0	484
327	330	SEI CORPORATION	0	0	.0	1666
328	331	SHARED MEDICAL SYSTEMS CORPORATION	0	0	.0	1715
329	332	STERLING SYSTEMS	0	0	.0	3394
330	333	SYSTEMS AND PROGRAMMING RESOURCES INC.	0	0	.0	3352
331	334	SYSTEMS MANAGEMENT	0	0	.0	1799
332	335	TECHNOLOGY DEVELOPMENT OF CALIFORNIA	0	0	.0	3793
333	336	WESTERN UNION CORPORATION	0	0	.0	2381
334	337	FIRST DATA MANAGEMENT COMPANY	0	0	.0	4409
335	338	CISI GROUP	0	0	.0	2850
336	339	LITTON INDUSTRIES, INC.	0	0	.0	2608
337	340	MCGRAW-HILL	0	0	.0	3683
338	341	TRANS UNION CORPORATION	0	0	.0	2656
339	342		0	0	.0	3298
340	343		0	0	.0	928
341	344	OPTIMUM SYSTEMS, INC. (OSI)	0	0	.0	1484
342	345		0	0	.0	3003
343	346		0	0	.0	471
344	347		0	0	.0	592
345	348		0	0	.0	594
346	349		0	0	.0	655
347	350		0	0	.0	2892
348	351		0	0	.0	1333
349	352		0	0	.0	2346
350	353		0	0	.0	3278
351	354		0	0	.0	4376
352	126		0	1,000	(100.0)	176
353	158		0	300	(100.0)	177
354	355		0	0	.0	4275
355	356		0	0	.0	4184
356	127		0	1,000	(100.0)	178
357	357		0	0	.0	930
358	358		0	0	.0	485
359	359		0	0	.0	4889
360	360		0	0	.0	1132

